

Natural/Propane Gas and Steam Utilities

Summary Data: Natural Gas, Propane Gas and Steam Utility Companies Operating in New Hampshire
Calendar Year 2001

Operating and Financial Statistics		KeySpan/ EnergyNorth Natural Gas, Inc. ^{1/}	Northern Utilities, Inc. ^{2/}	New Hampshire Gas Corp ^{3/}	Operating and Financial Stats	Concord Steam Corp. ^{4/}
Bundled (Supply + Transportation) Customer Classes					Bundled Sales	
Residential					Public Authority	
Number of Customers	p.203, line 1, # of customers	65,623	19,137	801	Number of Customers	13
Average Annual Therms per Customer	p.203, line 1, Dths Sold*10/customers	845	836	440	Avg. Annual MLb/Customer	9,265
Average Annual Revenue per Customer	p.203, line 1, revenues/customers	\$966	\$988	\$695	Avg. Annual Revenue/Cust.	\$158,138
Revenue per Therm	average revenue/average therms	\$1.143	\$1.182	\$1.580	Revenue per MLb	\$17.069
Commercial/Industrial/Public Authority					Comm./Ind	
Number of Customers	p.203, lines 2,3,4	9,222	6,015	217	Number of Customers	70
Average Annual Therms per Customer		5,876	4,940	3,038	Avg. Annual MLb/Customer	971
Average Annual Revenue per Customer		\$6,123	\$4,811	\$4,138	Avg. Annual Revenue/Cust.	\$50,114
Revenue per Therm		\$1.042	\$0.974	\$1.362	Revenue per MLb	\$51.594
Unbundled (Transportation) Classes						
Commercial/Industrial					Cogen	
Number of Customers	p.203, line15	103	17	0	Number of Customers	1
Average Annual Therms per Customer		206,836	1,200,028	0	Avg. Annual MLb/Customer	25,148
Average Annual Revenue per Customer		\$37,697	\$128,740	\$0	Avg. Annual Revenue/Cust.	\$248,669
Revenue per Therm		\$0.182	\$0.107	\$0.000	Revenue per MLb	\$9.888
Other Operating/Financial Statistics						
Total Customers	p.2	75,144	25,952	1,018	Total Customers	84
Total Operating Revenue	p.203, line 22	\$129,763,705	\$49,872,697	\$1,464,735	Total Operating Revenue	\$3,594,669
Total Operating Expenses	p.203, line 36	\$122,676,867	\$45,790,268	\$1,473,154	Total Operating Expenses	\$3,658,717
Net Income	p.200, line 16 (unadj. for merger)	\$7,086,838	\$4,082,429	-\$8,419	Net Income	-\$64,048
Actual Rate of Return		9.45%	6.71%	-0.96%	Actual Rate of Return	-1.77%
Total Plant Assets	p.100, line 4 (unadj.for merger)	\$195,114,298	\$83,686,308	\$1,246,864	Total Plant Assets	\$3,389,423

Source: Calendar Year Ended December 31, 2001 Annual Reports filed with the NHPUC.

Notes: Bundled customer classes purchase gas supply and transportation delivery service directly from the utility companies.
Unbundled Commercial/Industrial customer classes purchase gas supply from third party suppliers and utilize transportation delivery service from the gas utility companies.

1/ d/b/a KeySpan Energy Delivery New England

2/ Subsidiary of NiSource, Inc.

3/ Stand alone propane distribution system in Keene, subsidiary of New York State Electric and Gas

4/ Stand alone steam distribution system located in Concord, NH

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Bundled (Supply + Transportation) Customer Classes				Bundled Sales	
Residential				Public Authority	
Number of Customers	67,414	19,730	786	Number of Customers	13
Average Annual Therms per Customer	843	800	423	Avg. Annual MLb/Customer	8,625
Average Annual Revenue per Customer	\$744	\$948	\$599	Avg. Annual Revenue/Cust.	\$149,164
Revenue per Therm	\$0.883	\$1.185	\$1.416	Revenue per MLb	\$17.294
Commercial/Industrial/Public Authority				Comm./Ind	
Number of Customers	9,438	5,761	233	Number of Customers	74
Average Annual Therms per Customer	5,353	4,913	2,727	Avg. Annual MLb/Customer	927
Average Annual Revenue per Customer	\$4,095	\$4,609	\$3,187	Avg. Annual Revenue/Cust.	\$18,934
Revenue per Therm	\$0.765	\$0.938	\$1.169	Revenue per MLb	\$20.432
Unbundled (Transportation) Classes					
Commercial/Industrial				Cogen	
Number of Customers	144	3	0	Number of Customers	1
Average Annual Therms per Customer	179,857	5,773,797	0	Avg. Annual MLb/Customer	25,476
Average Annual Revenue per Customer	\$26,981	\$569,262	\$0	Avg. Annual Revenue/Cust.	\$225,485
Revenue per Therm	\$0.150	\$0.099	\$0.000	Revenue per MLb	\$8.851
Other Operating/Financial Statistics					
Total Customers	76,996	25,494	1,019	Total Customers	88
Total Operating Revenue	\$95,409,653	\$46,924,584	\$1,221,188	Total Operating Revenue	\$3,565,710
Total Operating Expenses	\$82,738,401	\$43,246,002	\$1,395,023	Total Operating Expenses	\$3,526,157
Net Income	\$12,671,252	\$3,678,582	-\$173,835	Net Income	\$39,553
Actual Rate of Return	9.35%	5.52%	-22.76%	Actual Rate of Return	1.12%
Total Plant Assets	\$194,967,349	\$86,002,311	\$1,460,533	Total Plant Assets	\$5,894,600

Source: Calendar Year Ended December 31, 2002 Annual Reports filed with the NHPUC.

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